

Message Text

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43

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 INR-07 /024 W

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R 130600Z FEB 76

FM AMEMBASSY TOKYO

TO USDOC WASHDC

INFO SECSTATE WASHDC 6870

UNCLAS TOKYO 2154

E.O. 11652: N/A

TAGS: BEXP, JA

SUBJECT: WTDR - COPAL ELECTRONICS CO., LTD. (COPAL DENSHI K.K.)

REF: STATE A-93, 1/9/76

1. JAPAN 2. CNTRY CODE: NA 3. SER NO: NA
4. COPAL ELECTRONICS CO., LTD. (COPAL DENSHI K.K.)
- 4A. CODE: 4B. CODE: A
5. 5TH MORI BLDG., 26 SHIBA NISHIKUBO SAKURAGAWA-CHO, MINATO-KU
6. TOKYO 105, JAPAN
7. ESTABL: 1967 8. EMPL: 51 9. SIZE: SMALL
10. REPUTATION: GOOD
11. SELLS ITS PRODUCTS IN JAPAN AND IN THE FOLLOWING FOREIGN AREAS: ITALY, WEST GERMANY, UNITED STATES, SWITZERLAND & AUSTRALIA.
12. RPT. DATE: 02/76
13. DIST. EXP. & IMP. OF TRIMMING POTENTIOMETERS, PRECISION POTENTIOMETERS; DIST. & EXP. OF STEPPING MOTORS, SYNCHRONOUS MOTORS, AC SERVOMOTORS, DC MOTORS.
14. CONTACT: YUJIRO ARIMURA TITLE: PRES
15. CABLE: COPALTRIMMER
16. TELEX: J28891 (COPALPOT)
17. PHONE: 03/5033771
18. FINANCIAL REFS: SUMITOMO BANK, TORANOMON BR., 7 SHIBA KOTOHIRA-CHO, MINATO-KU, TOKYO; MITSUBISHI BANK, TORANOMON BR., 1 SHIBA KOTOHIRA-CHO, MINATO-KU, TOKYO; DAI-ICHI KANGYO BANK, HIGASHI TORANMON BR., 1 SHIBA KOTOHIRA-CHO, MINATO-KU, UNCLASSIFIED

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19. TRADE REFS: POTENTIOMETER DIVISION, LITTON SYSTEMS, INC.,
226 EAST THIRD STREET, MT. VERNON, NY 10550; MEPCO/ELECTRA,
INC., 11468 SORRENTO VALLEY ROAD, SAN DIEGO, CA 92121.

20. FOREIGN FIRMS REPRESENTED: AGENCY REP. OF POTENTIOMETER
DIV., LITTON SYSTEMS, INC., 226 EAST THIRD ST., MT. VERNON,
NY 10550 FOR PRECISION POTENTIOMETERS, ACQUIRED 1970;
MEPCO/ELECTRA, INC., 11468 SORRENTO VALLEY RD., SAN DIEGO,
CA 92121 FOR TRIMMING POTENTIOMETERS, ACQ. 1970.

21. FIRM, A SUBSIDIARY OF COPAL CO., LTD. (CAPITAL 1,617
MILLION YEN, LEADING MANUFACTURER OF CAMERA SHUTTERS AND
OTHER PRECISION INSTRUMENTS), IS ENGAGED IN THE DEVELOPMENT
AND SALES OF POTENTIOMETERS AND TRIMMERS AND SMALL SIZE
MOTORS. IT SELLS IMPORTED PRODUCTS AND 88 PERCENT OF THE
PRODUCTS OF COPAL GROUP MANUFACTURERS DIRECTLY TO LEADING
MANUFACTURERS SUCH AS TOKYO SHIBAURA ELECTRIC CO., LTD.,
HITACHI, LTD., SHIMADZU SEISAKUSHO LTD., NIPPON KOGAKU K.K. ETC.
THE REST OF ITS SALES ARE MADE THROUGH 6 AGENCIES IN JAPAN.
IT CLAIMS THAT IT HOLDS MORE THAN 50 PERCENT OF THE DOMESTIC
MARKET FOR WIREWOUND TRIMMER POTENTIOMETERS. CURRENTLY, EXPORTS
REPRESENT 10 PERCENT OF FIRM'S BUSINESS WITH IMPORTS 0.5 PERCENT
AND DOMESTIC SALES 89.5 PERCENT. FIRM MAINTAINS HEAD OFFICE IN
TOKYO WITH BRANCH IN KYOTO. PAID-IN CAPITAL - 70 MILLION YEN
(US\$1 EQUALS APPROX. 300 YEN). ANNUAL SALES FOR PERIOD ENDING
MARCH 31, 1975 - 2 BILLION YEN. PERCENTAGES OF MAIN PRODUCT
LINES ARE: WIREWOUND TRIMMERS, CERMET TRIMMERS 60 PERCENT;
PRECISION POTENTIOMETERS 10 PERCENT; MOTORS 30 PERCENT.
FIRM'S MAJOR STOCKHOLDERS ARE COPAL CO., LTD. (50 PERCENT);
TAKASHI SASAKI, PRESIDENT (17.9 PERCENT), AND ICHIRO OGURA,
DIRECTOR (8.6 PERCENT). BANKING SOURCES REPORT THAT BOTH
DEPOSITS AND CREDIT ACCOMMODATIONS HAVE BEEN CONDUCTED
SATISFACTORILY AND THIS COMPANY IS CONSIDERED GOOD FOR
ORDINARY BUSINESS ENGAGEMENTS. EMBASSY RECOMMENDS FIRM AS
SUITABLE TRADE CONTACT FOR INTERESTED U.S. FIRMS.

22. PREPARED BY: T. MASUDA APPROVED BY: J.E. HAYES
AT: U.S. EMBASSY, TOKYO.
HODGSON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976TOKYO02154
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760055-1098
From: TOKYO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760248/aaaabqcyj.tel
Line Count: 97
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 STATE A-93
Review Action: RELEASED, APPROVED
Review Authority: housmasa
Review Comment: n/a
Review Content Flags:
Review Date: 09 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <09 JUL 2004 by oatisao>; APPROVED <05 OCT 2004 by housmasa>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: WTDR - COPAL ELECTRONICS CO., LTD. (COPAL DENSHI K.K.)
TAGS: BEXP, JA
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006